

# Agency Procurement Officer Meeting

May 26, 2016



**A+** - Agile

- S** - Streamlined
- E** - Effective
- R** - Responsive
- V** - Value-based
- I** - Innovative
- C** - Customer-focused
- E** - Ethical

## Agency Procurement Officers' (APO) Meeting

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Date: May 26, 2016  
Time: 1:00 pm – 4:00 pm (Registration opens at 12:30 pm)  
Location: General Services Division  
4200 Surface Road  
Walnut/Willow Conference Room

### Agenda:

Welcome & Introduction of New Team Members	Kelly Sanders
OAKS FIN Update	Remard Colston
Community Rehabilitation Program	Wayne McCulty
Contract Spotlight DAS010 TPA Electric Aggregation	David Bates
Request to Purchase Dashboard	Kellie Johnson Dante Talley
Managed Service Provider Temporary Services	Kellie Johnson Jennifer Shaefer
Requisite Procurement Program Update Policy Updates Amazon Business Accounts Next Generation eProcurement Year End Close	Kelly Sanders
Open Discussion Forum	

# Office of Procurement Services

## Welcome New Team Members

David Colopy, Procurement Manager – Food, Clothing, Office Team

Todd Gable, Procurement Manager – MRO Team

Kellie Johnson, Procurement Manager – Medical Team

Karen Murphy, Standards Analyst – Fleet Team

Terry Spiropoulos, Procurement Analyst – MRO Team

Teri Purr - Office Manager



# OFFICE OF PROCUREMENT SERVICES PROGRAMS AND SUPPORT TEAMS

**Kelly Sanders, Chief Procurement Officer (614) 752-5259**

**Wayne McCulty, Deputy Chief Procurement Officer (614) 466-7066**

**Christian Selch, Supply Chain Chief (614) 387-3056**

**Teri Purr, Office Manager (614) 466-5108**

**Gayle McDargh  
Procurement  
Support Manager**  
(614) 466-0530  
Bid Desk, Web Site,  
Community  
Rehabilitation  
Programs (CRP)  
General Inquiries

Bid Questions and General Inquiries should be directed to (614) 466-5090

Supplier Registration: <http://ohiosharedservices.ohio.gov/SupplierOperations/Forms.aspx>

Bid Opportunities: <http://procure.ohio.gov/proc/index.asp>

CRP Information:

<http://das.ohio.gov/Divisions/GeneralServices/ProcurementServices/CommunityRehabilitationPrograms.aspx>

#### SUPPORT STAFF:

Angie Stasiak (614) 466-4764	Lead	Jessie Scott (614) 752-2452	Clerk 3
Sherri Warnock (614) 466-1232	Purchasing Asst.	Dante Talley (614) 728-8486	Website Support
James Smith (614) 466-3159	Purchasing Asst.	Chris Dunlap (614) 466-4299	Reports and Public Records Requests
Kevin White (614) 466-4763	CRP Program		

**Tonya Prickett  
Procurement  
Manager**  
(614) 466-2705  
MBE, Cooperative  
Purchasing (COOP)

MBE Registration: <http://das.ohio.gov/Divisions/EqualOpportunity/MBEEDGECertification.aspx>

COOP: <http://das.ohio.gov/Divisions/GeneralServices/ProcurementServices/CooperativePurchasing/tabid/304/Default.aspx>

Renee Hinte	(614) 466-6530	Program Admin/COOP Program
Maureen Studer	(614) 728-3723	COOP Program
Shavonna Neal	(614) 466-4757	COOP Program/Trainer
Patrice Davis	(614) 752-9273	MBE Program

**Jae Orme  
Portfolio Manager  
DAS FIN OAKS  
Program Manager**  
(614) 728-0179  
OAKS Help Desk,  
Training,  
eProcurement, Asset  
& Inventory Mgmt.,  
eSourcing

Website: [myohio.gov](http://myohio.gov)

James Yagodich (614) 728-0684	Training & Help Desk	Tim Gobble (614) 728-7693	eStrategic Sourcing, UNSPSC Mgmt.
Kristian Mines (614) 466-6726		Matt Farnsworth (614) 629-8496	
Andrea Wren (614) 728-0683		Crawford Wall (614) 728-7018	eCatalog Procurement & Special Projects
Sarah Branson (614) 752-9782			
Cathy Devoe (614) 728-0680	Asset & Inventory Mgmt.		
Michael Namboya (614) 728-7689			
Ken Ball (614) 728-7688	OAKS Requisitions, Purchase Orders and Receiving		
Nick Kraft (614) 728-0681			
Krista Holcombe (614) 728-4311			

**Fred Zabonik  
State Program  
Manager**  
DAS/Asset  
Management  
Services  
(614) 752-0076

Website: <http://das.ohio.gov/Divisions/GeneralServices/AssetManagementServices.aspx>

Michelle Williams Asst. Manager (614) 644-9354

**OFFICE OF PROCUREMENT SERVICES CONTRACTING TEAMS**

**Kelly Sanders, Chief Procurement Officer (614) 752-5259**

**Sandy Herrel, Deputy Chief Procurement Officer (614) 466-4768**

**Alan Childress, Contracts Manager (614) 466-4265**

**Teri Purr, Office Manager (614) 466-5108**

**Jennifer Shaefer  
Procurement  
Manager**

(614) 644-6084  
Transportation &  
Miscellaneous  
Services

All Watercraft, Agricultural,  
Construction, Emergency, &  
Off Road Vehicles

Equipment  
Fleet Consulting/Services  
Fuels: Oils and Lubricants  
Maintenance & Supplies  
Salt-Ice Removal & Water Softener  
Steel, Aluminum  
Insurances

Miscellaneous Services

Analysis  
Auction  
Court: State Judges & Reporting  
Forestry Certification  
K-12 Testing  
Storage, Moving/Delivery  
Temporary Personnel Staffing &  
Consultants  
Transportation

Therese Gallego (614)644-9814  
Patrick Means (614)644-1788  
Karen Murphy (614)466-5172  
Rob Rounds (614)728-8594  
Sinuon Todd (614)728-8699  
Terri Villavicencio (614)728-8590

**David Colopy  
Procurement  
Manager**

(614) 466-4362  
Food, Clothing,  
Uniforms, Media,  
Office Supplies,  
Furniture

Advertising & Media

Clothing  
Clothing Supplies  
Footwear  
Safety Clothing/Accessories  
Uniforms/Outerwear  
Emergency Shelters  
Hotel/Conference  
Law Enforcement Testing Services  
Law Enforcement Weapons

Can Liners, Food, Equipment & Services

Disposable Cutlery  
Fish & Animal Food  
Ice Cubes  
Infant Formula & WIC Services  
Kitchen Equipment  
Nutritional Supplements  
Paper Products  
Vending Machines  
Appliances

Audio Visual  
Call Center Services  
Cost-Per-Copy Services  
Furniture, Paint & Parts  
Mattress Materials  
Panel Systems  
Picnic Tables  
Toner/Paper

Carpet & Flooring  
Corrugated Sheeting  
Document Management Services  
License Plates Materials  
Office Machines & Supplies  
Particleboard  
Print Devices  
Window Treatments

Jennifer (614)644-6762  
Dammeyer  
Walt Schneider (614)644-5151  
Nicole Erb (614)466-3461  
Kristen Johnson (614)387-0065

**Kellie Johnson  
Procurement  
Manager**

(614) 466-2282  
Medical Services  
& Related

Ambulance Services  
DNA Services  
Exercise, Playground & Sporting Equipment  
Life Insurance  
Medicaid Services  
Medical/Med Lab Equipment  
Agency-Specialty Medical Programs  
Medical Transcription Services  
Pharmacy Benefits/Rebate  
Temporary Medical Staffing  
Pharmaceuticals & Vaccines

Benefits Programs  
Drug Testing  
Language Services  
Managed Care  
Medical Consulting/Services  
Medical/Med Lab Supplies  
Medical Testing & Training  
Pharmaceutical Services  
PHM Program  
Therapy Services

Carol Clingman (614)752-0032  
Ryan Beers (614)466-2418  
Ross Leider (614)644-1807

**Todd Gable  
Procurement  
Manager**

(614) 644-8495  
Maintenance, Repair  
& Operations;  
Security Services

Abatement  
Building Security Equipment  
Elevator Maintenance  
Fire Extinguishers  
HVAC Preventative/Maintenance  
Non-Medical Lab Testing  
Paint Supplies  
Property Management  
Scrap Tire Remediation  
Solid/Hazardous Waste Removal  
Water Treatment Chemicals

Building Materials  
Cleaning Supplies and Equipment  
Fertilizers/Agricultural Chemicals  
General Hardware  
Laundry Services  
Mail Room Services  
Pest Control  
Roofing  
Security Guard Services  
Utilities

Dennis Kapenga (614)466-7911  
Geri Berry (614)644-1790  
Peggy Canada (614)644-1786  
Gail Harper- (614)466-0539  
Perry (614)644-6764  
Spiropoulos  
Rosemary Reid (614)644-9857

**Marianne Meyer, Complaint to Vendors (CTV's), Vendor Performance (614) 466-6953**

[WWW.PROCURE.OHIO.GOV](http://WWW.PROCURE.OHIO.GOV)

# OAKS FIN Maintenance

Remard Colston



# OAKS FIN Maintenance Update

- Starting with PeopleSoft 9.2 Oracle has changed the way all maintenance and functionality is being delivered, using this new PeopleSoft Update Manager (PUM) technology.
- PUM provides new images of software, which are released about every quarter, that allows customers to select which bug fixes, features and functions to release.

# OAKS FIN Maintenance Update

- OAKS FIN 9.2 was deployed with image 8. OAKS is planning to deploy images 9 – 17 and upgrade the underlying foundational software to the latest version, PeopleTools 8.55 in FY17 Q2

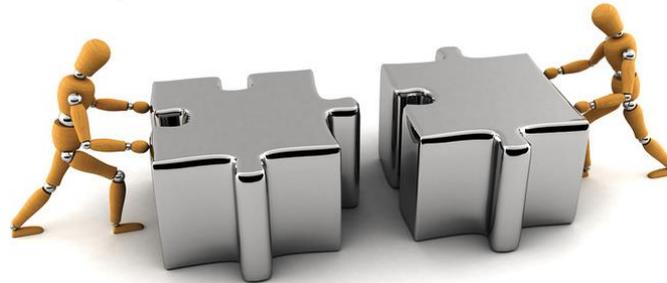
# Community Rehabilitation Program

Wayne McCulty



# ***Community Rehabilitation Program Purpose***

Provide jobs and training opportunities  
for people with disabilities



***This is a Jobs Program***

# Employment Statistics

Non-institutionalized; people with disabilities (PWD); ages 21 to 64  
*(Cornell University, 2014)*

	<b>Prevalence of PWD</b>	<b>Employment of PWD</b>	<b>Employment of P w/o D</b>
OHIO	12.0%	34.4%	76.5%
USA	10.4%	34.6%	76.8%

# Procurement Obligation

For ***any*** procurement need and ***prior*** to the start of a competitive selection process, Ohio's state agencies and political subdivisions are obligated to review and buy from the "***procurement list***" of products & services available from certified **Community Rehabilitation Programs (CRP)**

# **CRP Obligation**

**Quality Products & Services**

**at**

**A Fair Market Price**

**Delivered in**

**A Timely Manner**



# Certified CRP Suppliers



**103** Certified Ohio CRPs

**74** with DAS Contracts

**240+** DAS Contracts

# Cost Benefits for using CRP Suppliers

- A tax user becomes a tax payer of local, state and federal taxes
- Eliminates or reduces **county** entitlement liabilities including food stamps, TANF, disability assistance, etc.
- Eliminates or reduces **state** entitlement liabilities including Medicaid, subsidized housing, etc.
- Eliminates or reduces **federal** entitlement liabilities including SSDI, SSI, etc.

# Additional Cost Benefits

- Using Ohio Department of Taxation reports in CY2013 for each employed Ohioan, the combined state and local annual average tax gain is **\$3,140**
- Research by NISH reported to Congress in FY2014 that a person with a disability working for a CRP on a government contract saves government balance sheets between **\$3,067** and **\$6,918**

# Some Numbers to Think About!

## FY2014 Ohio Cost Benefit Analysis



Reduced Government Entitlements	<b>\$169,367</b>
Increased Tax Payments*	<b>\$282,217</b>
Total Government Savings	<b>\$451,584</b>
Or Per Worker Savings	<b>\$2,182</b>

\*Does not include local or school board income tax collections.

# Business Partners



**OPCRP**  
*(Administration)*

**CRPs**  
*(Suppliers)*

**Government Purchasers**  
*(Customers\*)*

*\*A state agency, board, commission, institution; a county, township, village or school district; a special purpose district, board, commission or authority; a college, university or other educational institution; or any other entity supported in whole or in part by funds appropriated by the general assembly.*

# OPCRP = Administration

- Certify CRPs as qualified non-profit agencies (QNA)
- Assist government entities in navigating their obligations pursuant to **ORC 125.60-125.6012**
- Receive the agreements and process the contracts. Establish fair market price (when an agreement cannot be reached)
- Maintain and update the “*Procurement List*” of approved products and services

# CRP Procurement List

## SERVICES:

Assembly Services (Multiple) Call Service Centers (Multiple)  
Data Entry Services (Multiple) Day Porter Services (Multiple)  
Document Management Solution Services (Multiple)  
Floor Care Services (Multiple)  
Hydro-Stripping of Aluminum Street Signs (GDC709) Imaging & DVD (Multiple)  
Janitorial Services (Multiple)  
Labeling/Brochures Services (Multiple) Landscaping/Lawn Care Services (Multiple)  
Laundry/Linen Services including Rental Services (Multiple)  
Mailing/Collating Services (Multiple) Security Services [Unarmed] (Multiple)  
Secure Document Destruction (GDC987)

## PRODUCTS:

Batteries [Various] (GDC702)  
Chair Mats [Various] (GDC971)  
Computer Paper Rolls (GDC990)  
Custom Designed Signs [Various] (GDC703)  
Digging and Striking Tools (GDC998)  
First Aid Kits [Various] (GDC997)  
Highway Safety Products and Traffic Control Devices (GDC712) Latex Gloves [Powdered and Powder Free] (GDC994)  
Medical Examination Paper [Various Sizes, Amounts] (GDC705) Mop Heads (GDC924)  
Multiple Plate Water Sample Collector (GDC706) Net Laundry Bags [Various] (GDC991) Picture/Document Frames [Various] (GDC852)  
Pressure Sensitive Tapes [Various] (GDC888)  
Remanufactured and OEM Laser Toner and Drum Cartridges for Printers, Copiers, and Fax Machines (GDC799)  
Safety Apparel (GDC770)  
Screen Print and Embroidery Services (GDC823)  
Soap, Shampoo, and Soap Dispensers and Other Cleaning Products Including Bio Based (GDC704, GDC710, GDC830)  
Towels [Various] (GDC915)  
Writing Instruments, Pens, Pencils and Highlighters (GDC701)

# Administration

- Issue waivers when appropriate
- Set competition among certified CRPs
- Resolve conflicts
- Moderate and resolve complaints (CTV process if necessary)
- Identify needs of state agencies and political subdivisions

# Administration

- Monitor program activities
- CRP Strategic Planning
- Communicate & Collaborate
- Train / Educate
- Report



# FY2014 Data

Certified CRPs	103
Number of CRPs with Contracts	74
Total Contract Value	\$32,133,937
Persons w/ Work-Limiting Disabilities (PW-LD)	2,736
Total Direct Labor Hours by PW-LD	1,455,940
Total Wages Paid to PW-LD	\$11,780,898
Average Hourly Wage Paid	\$8.09
Number of PW-LD Who Gained Experience and Transitioned to Community Employment	389
Number of Veterans with Disabilities that were Employed	34

# OPCRP Contracting Process

## What our office Does

- OPCRP receives and date stamps submitted contract documents and specifications.
- OPCRP reviews documents for completeness, correct pricing, original signatures and dates.
- OPCRP assigns a contract number (and index number on new business), reviews the documents, and prepares the final document for the ODAS Director's signature.
- Contract is displayed on the State Procurement Website.

<http://procure.ohio.gov>

# Contacts

Wayne McCulty, Deputy Chief Procurement Officer  
614-466-7066

Gayle McDargh, Procurement Manager  
614-466-0530

Kevin White, CRP Researcher 2  
614-466-4763

Community Rehabilitation Programs  
4200 Surface Road  
Columbus, OH 43228  
Fax: 614-485-1056

Email: [DASGSD.OPCRP@das.ohio.gov](mailto:DASGSD.OPCRP@das.ohio.gov)

Website: <http://das.ohio.gov/CRP>

# *Questions?*



# Contract Spotlight

Third Party Administrator Electric Aggregation (DAS010)

David Bates  
EnerNOC





# Ohio DAS Electricity Aggregation Overview

Thursday, May 26 2016

# Agenda

- About EnerNOC
- Ohio DAS Electricity Aggregation Contract
- Contract Benefits
- How to Access Our Services & Contact Information

# About EnerNOC

Leading SaaS provider of energy intelligence software (EIS) for enterprises



## Proven Customer Track Record

- **4,000+** enterprise customers
- **US \$1 billion+** in customer payments/savings to date
- **50+** energy service provider customers
- **Market leader** in demand response

## Full Value and Technology Offering

- Energy intelligence platform and applications
- Combines **technology, managed services, and market access**
- More than **US \$200 million** invested to date in technology
- **24x7x365** Network Operations Center and customer support

## World Class Team and Resources

- **\$400M** revenue in 2015
- **\$138M** cash and cash equivalents on balance sheet
- Present in **100+** countries
- Offices in **12** countries
- More than **1,300** employees
- Publicly traded on the US NASDAQ (**ENOC**) exchange

# EnerNOC's Energy Intelligence Software

Our solutions focus on the three energy cost drivers.

## How you buy it

*Tools to manage risk, energy purchasing, set budgets & track bills.*



### Supply Management

- Develop accurate energy budgets
- Track costs against budget
- Conduct budget scenario planning
- Online auctions, competitive supplier pricing

### Utility Bill Management (UBM)

- Collect historical utility bills
- Track trends in utility usage & cost
- Discover & report billing errors
- Streamline accounts payable

## How much you use

*Tools to benchmark usage, identify energy waste & prioritize opportunities.*



### Visibility and Reporting

- Track trends in energy usage & carbon impact
- Visualize real-time energy data to understand consumption patterns
- Automate ENERGY STAR reporting

### Facility Optimization

- Benchmark & compare facilities
- Analyze meter data to identify cost saving opportunities
- Prioritize actions across a portfolio

### Solar & Project Management

- Track the impact of measures

## When you use it

*Tools to maximize demand response revenue and minimize peak demand costs.*



### Demand Response

- Earn revenue to fund your energy projects
- Measure & manage DR event performance
- Track payment history

### Demand Management

- Alert on demand thresholds
- Quantify cost impact of demand peaks
- Forecast new facility & system peaks

# Third Party Administrator – Electric Aggregation

RFP No. CSP904713, Index No. DAS010

- This Ohio Department of Administrative Services (DAS) contract has been in place since January 30, 2013.
- 10 eligible entities are currently using the contract:
  - Ohio Department of Transportation
  - Ohio Turnpike And Infrastructure Commission
  - State of Ohio National Guard
  - State Teachers Retirement System Of Ohio
  - Franklin County Children Services
- Contract value awarded to retail electricity suppliers:
  - Annual contract value - \$26,808,666.30
  - Total contract value - \$79,967,299.21

# Electric Aggregation Contract Benefits

- Procurement process complies with Ohio Department of Administrative Services' processes and procedures
- Pre-negotiated and administratively compliant supplier contracts
- EnerNOC's auction platform provides the lowest available price through transparency and competition
  - Test the market to find your sweet spot
- Auction platform simplifies bidding and cuts administrative costs for suppliers, who can be more aggressive
- Procurement process results in faster award times which minimize risk premiums
- All procurement information is captured online
- Control and accountability — Meet objectives with budget certainty, cost savings, and risk management at the lowest available cost

# But We Make it Simple to Get the Best Price for Energy

And we sit on your side of the table before, during, and after the contracting period

## Before

### Procurement Services

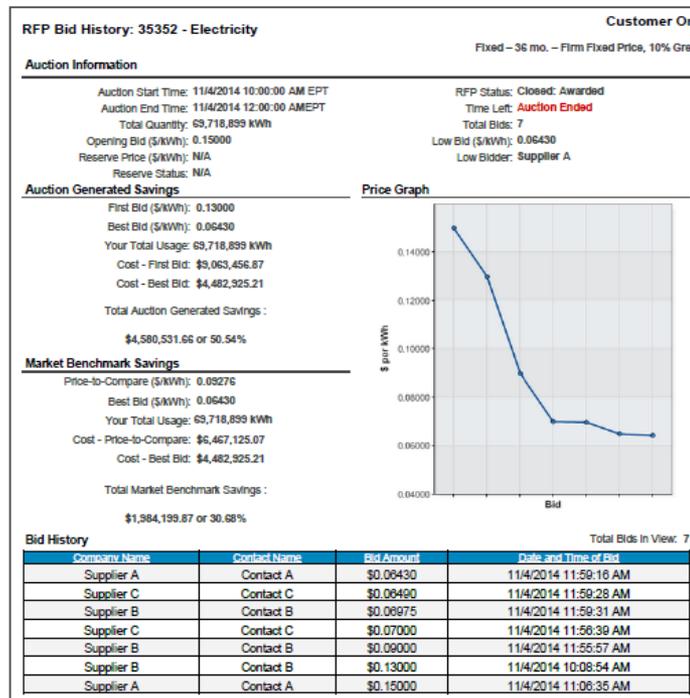
- Market Intelligence
- Data Management and Load Profiling
- Objective Definition
- Green Requirements
- RFP Architecture
- Solicitation Development
- Supplier Sourcing and Vetting
- Contract Reviews
- Process Management

### Advisory Services

- Risk Assessment
- Strategic Planning
- Budget Scenario Planning

## During

- Reverse Auction
- Sealed Bid



## After

### Procurement Services

- Contract Support
- Refresh Objective
- Follow-on Posting

### Additional Advisory Services

- Ongoing Market Intelligence & Market Rules Monitoring
- Data Management and Reporting
- Budget Variance Reporting
- Managed Hedging Strategies
- Billing Support
- Sustainability Strategy
- Updated Strategic Purchasing Plan

# Reverse Energy Auctions

Start Partners Customers Markets Leads Deals RFPs Contracts Sites Suppliers Utilities Contacts Reports  
 New RFP | View RFP | Bid History Time: 10:56:43 AM EST

## RFP Bid History: 1023 - Natural Gas

### Auction Information

Auction Start Time: 9/24/2003 1:00:00 AM EST	RFP Status: Closed: Awarded
Auction End Time: 10/27/2003 12:30:00 PM EST	Time Left: <b>Auction Ended</b>
Opening Bid (\$/Dth): 8.50000	Total Bids: 14
Low Bid (\$/Dth): 5.53000	Low Bidder:

### Auction Generated Savings

First Bid (\$/Dth): 8.5  
 Best Bid (\$/Dth): 5.53  
 Your Total Usage: 100,651 Dth  
 Cost - First Bid: \$855,533.50  
 Cost - Best Bid: \$556,600.03

Total Auction Generated Savings :

**\$298,933.47 or 34.94 %**

### Market Benchmark Savings

Price-to-Compare (\$/Dth): 7.2  
 Best Bid (\$/Dth): 5.53  
 Your Total Usage: 100,651 Dth  
 Cost - Price-to-Compare: \$724,687.20  
 Cost - Best Bid: \$556,600.03

Total Market Benchmark Savings :

**\$168,087.17 or 23.19 %**

### Price Graph

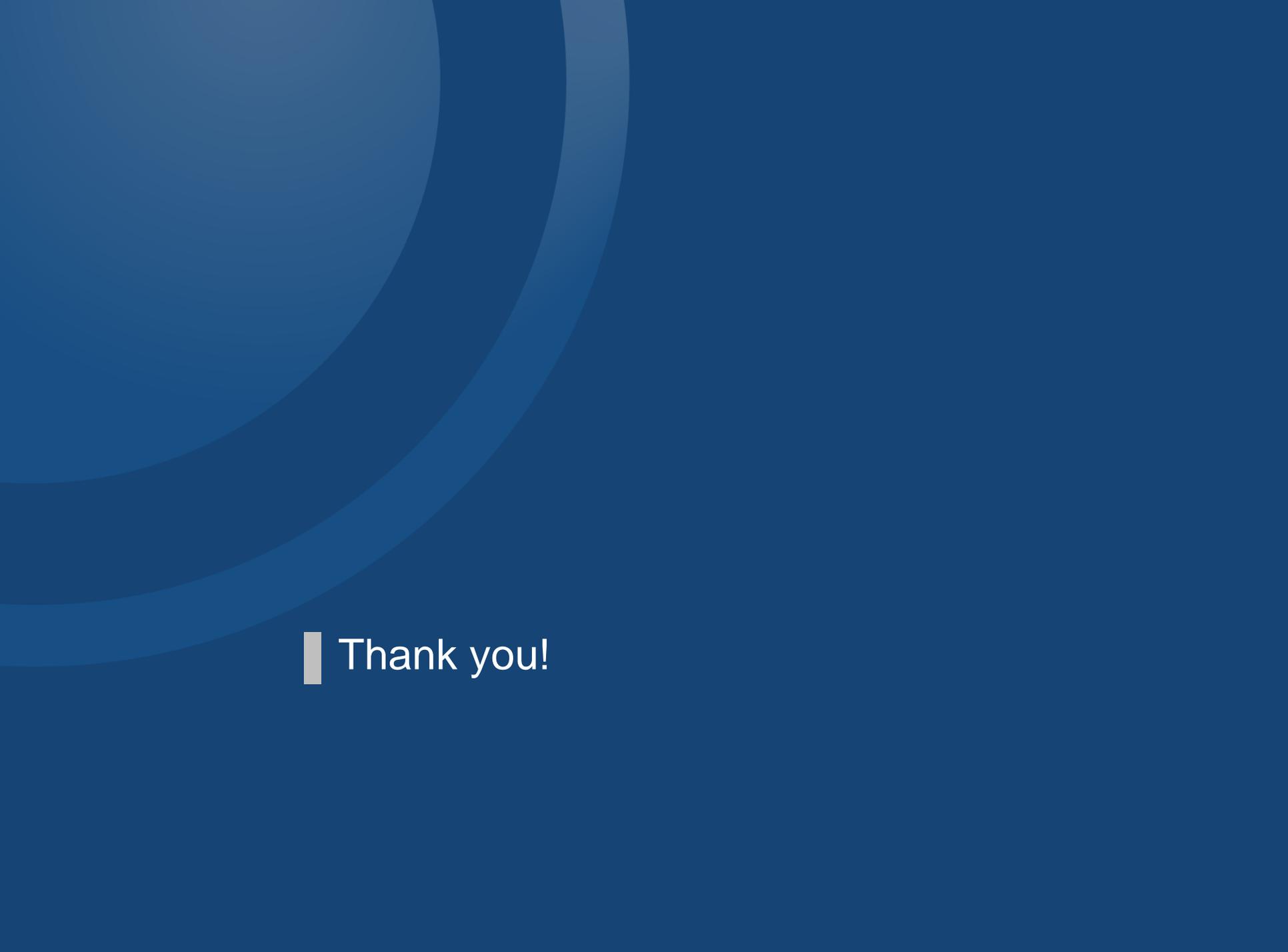


Each auction event includes several RFPs to test different pricing parameters, such as product, contract length.

Bidders compete aggressively to win your business. All auction activity is time and date stamped.

# How to Access Our Services & Contact Information

- Eligible entities can access our electricity aggregation/energy procurement services through this contract
- Eligible entities can be part of larger aggregation or can take part in a stand along procurement
- Procurement process takes anywhere from 4-8 weeks depending upon number of accounts and strategy complexity
- Contact
  - Jon Harvey, 703-795-8927, [jon.Harvey@enernoc.com](mailto:jon.Harvey@enernoc.com)
  - David Bates, 614-219-8662, [David.Bates@enernoc.com](mailto:David.Bates@enernoc.com)



■ Thank you!

# Request to Purchase Dashboard

Kellie Johnson & Dante Talley

The screenshot shows the State of Ohio Procurement Request to Purchase site dashboard. At the top, there is a navigation bar with the following links: State of Ohio Office of Procurement Services, Determination, Determination Archive, RTP Archived Prior FY14, RTP Dashboard, Analyst Dashboard Entry, Requisite Review, and a search bar. Below the navigation bar, there is a welcome message: "Welcome to the State of Ohio Procurement Services Request to Purchase site" and a note: "To view the RTP Dashboard, or the Requisite Review pages please use the navigation tabs above".

On the left side of the dashboard, there is a logo for "SERVICE" with the text "A+ - Agile" and "S - Streamlined, E - Effective, R - Responsive, V - Value-based, I - Innovative, C - Customer-focused, E - Ethical". The logo also includes the text "STATE OF OHIO PROCUREMENT SERVICES" and "DEPARTMENT OF ADMINISTRATIVE SERVICES OFFICE OF PROCUREMENT SERVICES".

On the right side of the dashboard, there is a calendar for May 2016. The calendar shows the following dates: 1 (Sunday), 2 (Monday), 3 (Tuesday), 4 (Wednesday), 5 (Thursday), 6 (Friday), 7 (Saturday), 8 (Sunday), 9 (Monday), 10 (Tuesday), 11 (Wednesday), 12 (Thursday), 13 (Friday), 14 (Saturday), 15 (Sunday), 16 (Monday), 17 (Tuesday), 18 (Wednesday), 19 (Thursday), 20 (Friday), 21 (Saturday), 22 (Sunday), 23 (Monday), 24 (Tuesday), 25 (Wednesday), 26 (Thursday), 27 (Friday), 28 (Saturday), 29 (Sunday), 30 (Monday), 31 (Tuesday).

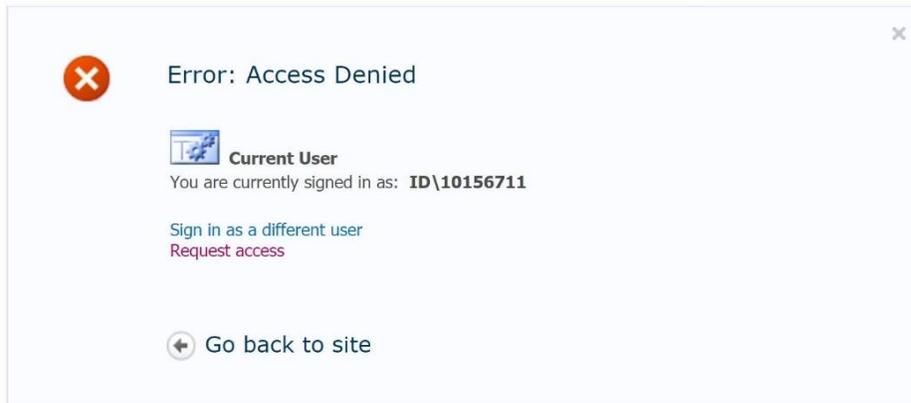
# RTP Dashboard Aid

## How to Request Access

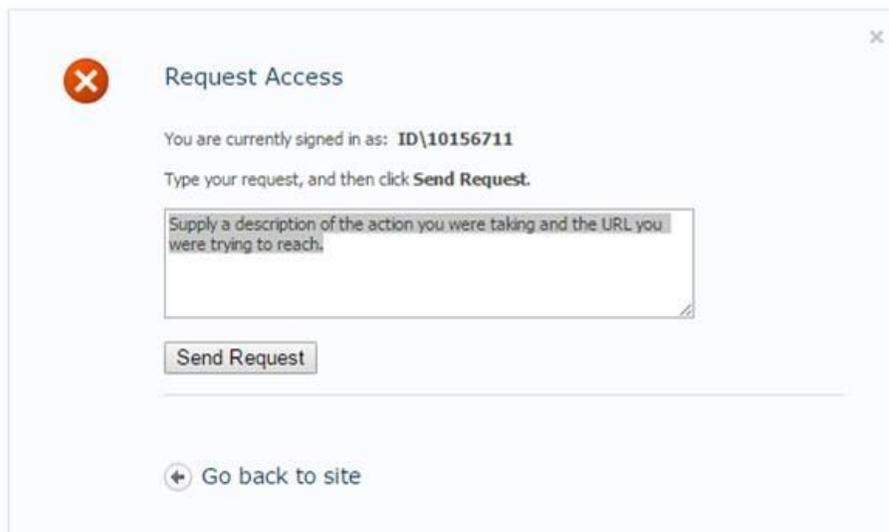
**Step 1** Enter the URL in your **Microsoft Explorer** browser (SharePoint performs best in Explorer).

<https://dasportal.sp.ohio.gov/sites/RR/Lists/PSMasterData/Dashboard.aspx>

**Step 2** Select **Request access**.



**Step 3** Click **Send Request**. You will receive a confirmation by email once your request is processed.



If you are having login issues, be sure your credentials are in this format:

**User Name:** ID\XXXXXXXX

**Password:** XXXXXXXXX

If your User Name domain is not **ID**, login as a Different User.

For any help with login or technical questions please contact Dante Talley, [dante.talley@das.ohio.gov](mailto:dante.talley@das.ohio.gov) or 614-728-8486.

# RTP Dashboard Aid

In an effort to serve our customers more effectively, the Office of Procurement Services (OPS) has developed the "RTP Dashboard" so agencies can check the status of a Request To Purchase (RTP) in real time. The Dashboard will show where an RTP is in the procurement process, including dates and comments, and the status is updated on a daily basis. If you need more details or have questions, you can contact the analyst assigned or your agency's Procurement Single Point Contact.

## View and Search for RTPs

For Agency best viewing, we suggest you first filter on the **"Requesting Agency"** column and select your agency.

**Black Black**      **Completed No Award**      **Release & Permit has been granted or Contract has been awarded Solicitation was unsuccessful or Project was canceled prior to Solicitation**

*Note: For One Time Purchase (One Time Bid), the RTP Inception is 45 days or less*

Select	ID#	Status	Requesting Agency†	RTP Received
	3516	In Progress	Cooperative Purchasing Program M...	12/17/2015
	3497	Assigned	Cooperative Purchasing Program M...	12/4/2015
	3478	Assigned	Cooperative Purchasing Program M...	11/17/2015
	3491	In Progress	Ohio Bureau of Workers Compensa...	12/2/2015
	3548	Pending Review	Ohio Department of Administrative...	1/27/2016
	3536	In Progress	Ohio Department of Administrative...	1/13/2016
	3535	In Progress	Ohio Department of Administrative...	1/13/2016
	3502	Pending Review	Ohio Department of Administrative...	12/9/2015

## Selecting your RFP

Under the Select column click on the selector of the RFP you would like to view. Once the form is populated the selector icon will change to black . The data will take a few seconds to load to the form.

Select	ID#	Status	Requesting Agency↓
	3548	Pending Review	Ohio Department of Administrative Services
	3536	In Progress	Ohio Department of Administrative Services
	3535	In Progress	Ohio Department of Administrative Services
	3502	Pending Review	Ohio Department of Administrative Services
	3500	Pending Review	Ohio Department of Administrative Services

If you have questions related to a RTP, please contact the DAS Analyst that is assigned to the RTP.

If you have a technical question regarding the site, please contact Dante Talley at 614-728-8486 or [dante.talley@das.ohio.gov](mailto:dante.talley@das.ohio.gov).

**RTP Dashboard is view only**

# Managed Service Provider – Temporary Services

Kellie Johnson & Jennifer Shaefer

# Non-IT Staff Augmentation Services

May 26, 2016

# CURRENT STATE CONTRACTS

## Medical

STS155-Allied Health Staffing (11 Contracts)

MAC107-Advanced Level Provider Staffing

LDC003-Allied Health Nurse Staff (DRC)

## Non-Medical

MAC022-Temporary Personnel Services

DEV001-(HEAP) Temporary Personnel Services

# STS155-Allied Health Staffing

Social Worker (BSW)	Certified Nursing Aide/Assistant	Occupational Therapist Assistant
Licensed Social Worker (LSW)	State Tested Nurse Aide (STNA General)	Respiratory Therapist
Social Worker (MSW)	Licensed Practical Nurse	Physical Therapist Assistant
Licensed Independent Social Worker (LISW)	Registered Nurse	Speech and Language Pathologist
Licensed Professional Counselor (LPC)	Medical Assistant	Speech and Language Therapist
Licensed Professional Clinical Counselor (LPCC)	Radiology Technologist	Occupational Therapist
Licensed Professional Clinical Counselor w/Supervision Designation (LPCC-S)	Ultrasound Technologist (Sonographer)	Physical Therapist
Licensed Chemical Dependency Counselor	Specialty Imaging Technologist (ARRT Cert.)	Medical Scheduler
Licensed Independent Chemical Dependency Counselor	Health Information Technician	Medical Secretary
Licensed Independent Chemical Dependency Counselor-Clinical Supervisor	Medical Technologist (ASCP Certified)	Medical Coder
Pharmacy Technician (Certified)	Nuclear Medicine Technologist	Medical Laboratory Technician
Phlebotomist	Paramedic Educator	Medical Laboratory Technologist
Dental Assistant	Diet Technician	Microbiologist
Dental Hygienist	Dietician	

# MAC107-ALP Staffing

Physician	Psychiatric Advanced Practice Nurse
Physician Administrator 2	Psychiatric Physician
Physician Administrator 2-Correctional	Psychiatrist
Physician Administrator 3	Psychiatrist On-Call Services
Physician Assistant	Psychiatrist-Mental Health
Physician Assistant-Mental Health	Psychiatrist-Telemedicine
Physician On-Call Services	Psychologist
Physician Resident	Psychologist Supervisor
Physician Specialist	Optometrist
Physician Specialist-Mental Health	Pharmacist
Physician-Telemedicine	Pharmacy Supervisor
Nurse Practitioner	Podiatrist
Nurse Practitioner Supervisor	

# LDC003-Allied Health Staffing

Health Information Technician

Health Information Technician (Medicaid)

Health Information Technician (Mental Health)

Licensed Practical Nurse (LPN)

Pharmacy Technician

Phlebotomist

Radiographer

Radiographer (Mammography-ORW Only)

Registered Nurse (RN)

# MAC022-Temporary Services

Account Clerk	Database Administrator	Maintenance Repair Worker
Accountant	Delivery Worker	Office Assistant
Accounts Payable Supervisor	Document Controller	Paralegal/Legal Assistant
Accounts Receivable Supervisor	Drafting Coordinator	Payroll Accountant
Administrative Assistant	Drafting Technician	Payroll Administrator
Administrative Professional	Epidemiology Investigation Project Manager	Sanitarian Program Administrator
Administrative Secretary	Epidemiology Investigation Supervisor	Sanitarian Program Specialist
Auditor	Epidemiology Investigator	Sanitarian Specialist Supervisor
Budget Analyst	Executive Secretary	Secretary
Business Analyst	Financial Analyst	Sr. Accountant
Clerk	Food Service Coordinator	Sr. Auditor
Computer Operator	Food Service Worker	Sr. Budget Analyst
Cook	Groundskeeper	Sr. Financial Analyst
Correctional Food Service Coordinator	Health Planning Administrator	Storekeeper
Correctional Food Service Manager	Human Services Program Administrator	Switchboard Operator
Cost Accountant	Human Services Program Consultant	Tax Accountant
Custodial Worker	Laborer	Truck Driver
Customer Service Assistant	Legal Secretary	Word Processing Specialist
Data Entry Operator	Mail Clerk/Messenger	

# DEV001-(HEAP) Temporary Personnel Services

Clerical Specialist 1

Clerical Specialist 2

Clerical Specialist 3

On-Site Supervisor 1

On-Site Supervisor 2

# Administrative Positions Not Currently on Contract

Technical Writers	General Administrative Hearing Officer
Facilitators	Professional Conduct Hearing Officer
Technical Advisory Committee	IDEA Special Education Mediator
Quality Evaluator for Charter School	Field Observer - MSP
Parent Mentor	Grant Reader
State Diagnostic Reviewer	Item Reviewer - MSP
	Grant Reader 2 – MSP

Personal services contracts-Administered by Agencies

# RFP & Future State

- Managed Service Provider Model
- All Non-IT Temporary Staffing-one contract
- Phased Implementation
- Open to all State agencies and Cooperative Purchasing Program
- Mandatory Use Contract

# ESTIMATED TIMELINE

June	RFP Development June 16 –Roundtable RFP development with SME’s
June	Post RFP (6 WEEKS)
July/August	Open RFP
August/September	Evaluation
September	Contract Award Notification
Oct-Dec 2016	Implementation Period Phase 1 STS-155 Positions, Non-Contract Admin positions
Jan-June 30, 2017	Implementation Period Phase 2 DEV001, LDC003, DRC008 MAC022 & MAC107 Positions
JULY 1-2017	Implementation Completion Date

# QUESTIONS



# Requisite Procurement Program Update



Kelly Sanders

# Requisite Procurement Program

- ORC 125.035
- OAC 123:5-1-17
- Purchases  $\geq$  \$25,000
- Exemptions
  - State Term Contract Purchases (\*Note GDC160)
  - Blanket Release and Permit Purchases
- Request to Purchase (RTP) initiates review
- OAKS Configuration reduces threshold to \$25K

# Policy Updates

- Written Contracts
- GS-D-12
- Non-IT STS/MMA Programs
- Ethics
- Emergency Purchasing

# Amazon Business Accounts

- Single umbrella Amazon account for the State of Ohio with groups for each agency
- Better leverage spend that is already occurring in Amazon.com today (FY15 \$600K)
- Enable approvals and spending control
- Increase visibility, detailed reporting and spend analytics
- Phased rollout - pilot underway
- Level III payment card data

# Next Generation eProcurement

- OAKS<sup>enterprise</sup> RFP Supplement Two
- Ohio Marketplace
- Next Gen eProcurement – Phase One
- Business Process Re-engineering
- LEANOhio Kaizen events

# Announcing State of Ohio's Next Generation eProcurement

In order to transform how the State of Ohio plans, procures and pays for its goods and services, the State has commenced the Next Generation eProcurement initiative to examine and improve its enterprise procurement processes, policies, and contracts. By this effort, the State intends to achieve the following foundational goals:

- **Purchase Transparency and Accountability** – Increase public trust in the integrity of the State's procurement.
- **Increase Agency and Administrative Efficiency** – Increase access, eliminate manual processes; improve cycle times; automate workflow and approval processes.
- **Leverage Buying Power** – Collaborate across agencies, higher education and political subdivisions to leverage the state's collective buying power.
- **Increase Competition** – Extend automated procurement tools to suppliers, saving them money and allowing them to be more competitive.
- **Expand Ohio Small Business Opportunities** – Open, fair, equal, and standardized access to procurement opportunities to make it simpler and less costly for Ohio's small businesses to compete.
- **Reduce Duplicate Systems and Operating Costs** – Eliminate duplicate purchasing systems enabling State agencies, colleges, universities and local governments to save significant dollars.
- **Expand Local Government, Federal Government and Higher Education Participation** – Enable access to the same efficient tools, processes and lower-cost contracts, enticing more participation beyond just state government itself.



The Next Generation eProcurement initiative is an enterprise collaboration led by the Department of Administrative Services (DAS), General Services Division (GSD) and Office of Information Technology (OIT) and the Office of Budget and Management; however, the input from state agencies, suppliers, political subdivisions, and other stakeholders is a crucial component of this effort. The decision to discontinue the Ohio Marketplace catalog system was part of a larger effort to fully scope, develop and implement a Next Generation eProcurement solution. During the first phase of this initiative, the approved scope involves the work necessary to develop and issue an RFP and award a contract for an eProcurement solution. Efforts are underway to understand the current procurement processes, practices and policies centrally and for all State agencies.

This comprehensive discovery effort and its associated Business Process Re-engineering (BPR) is a prerequisite to issuing an eProcurement solution RFP. State agencies need to be involved and play a significant role in this phase, helping DAS to capture current and future state procurement processes and identify requirements for an eProcurement solution that is extensible across central offices, State agencies, and other state procurement stakeholders.

LEANOhio has been engaged to assist with fully developing future state procurement processes. Kaizen events are planned for July and August 2016 in order to develop new processes and a model process for agencies. These processes will then be fully vetted with the agencies.

DAS will keep all stakeholders informed through on-going communications concerning this initiative. Additional communications will cover BPR activities, the progress of the total project, and upcoming events for participation. Your participation and input are critical to the success of this project. For further details or if you have any thoughts or questions concerning this effort, please contact Kelly Sanders, Chief Procurement Officer at [Kelly.Sanders@das.ohio.gov](mailto:Kelly.Sanders@das.ohio.gov), or Tom Croyle, Chief Technology Officer at [thomas.croyle@das.ohio.gov](mailto:thomas.croyle@das.ohio.gov).

# Year End Close

## Cut-off Dates:

- 6/17 – Submit personal service contract requisitions to OBM
- 6/23 – Enter or integrate assets
- 6/23 – Entry of requisitions & change requests
- 6/24 – Approval of requisitions & change requests



**CLEAN UP!**

OPEN FOR  
DISCUSSION